

## Attachment B: Collection Alternatives

Some large computer manufacturers offer take back services for personal computer equipment. Local governments may consider this approach, which may prove more convenient. Original manufacturers of computers tend to not accept televisions, but in some cases they do accept any brand or year of personal computer equipment.

Hewlett-Packard's Product Recycling Solutions division offers two options that could be considered for municipal collection. For \$21 per unit (hard drive, processor, keyboard, but no monitor) they will pick up any brand personal computer equipment from the resident's doorstep. This option is only for 10 or fewer units.

For 11 or more units, HP offers a 'Custom Quote' process. Using the scenario of a municipal collection event, a recycling coordinator would contact HP, and complete an online form describing what type and quantity of equipment has been collected. Within five days, the coordinator would receive an exact price of approximately \$25-30 per unit (including monitor and printer). The price would assume the material has been palletized and shrink-wrapped. HP would arrange to have the equipment picked up and trucked to its collection facility in La Vergne, Tenn. With advance notice, HP can provide a price quote within 24 hours, and arrange to have the materials picked up two days after an agreed-upon price is set to minimize storage issues. HP could also provide promotional materials. Also, a local government could estimate how much material it expects to receive, and generate a price quote based on that estimate for comparison purposes, with the understanding that the final price would be based on a per-unit charge.

HP says that because it is not making any money with the program, there are no government rates that would apply. A volume discount is possible, but would only be triggered by shipping rates, so overall savings would likely be negligible. Collected materials are demanufactured and shredded in-house, and the raw materials are sold into the recyclable market.

IBM contracts with International Business Commodities Ltd. for take back of larger loads of computers. Like HP, they do not accept televisions. They charge approximately \$20 per unit, which consists of the hard drive, keyboard, speakers and mouse, but not the monitor. Processing for monitors, printers and other devices cost approximately \$20 each. If more than 100 units are collected, IBC requires the material be palletized, shrink-wrapped and accessible by loading dock. IBC will arrange transportation, but the local government will pay the freight. Prices are negotiable, but there is no special government rate. Collected equipment is demanufactured in Ohio and the materials are sold into recycling markets in the U.S. and overseas.

Dell Computer Corporation lets its customers return Dell equipment for recycling at no cost beyond shipping. Dell has an agreement with Unicor, or the Federal Prison Industries Inc., with federal prisoners processing equipment. At seven electronics recycling facilities, Unicor trains federal prisoners to test personal computers, and mine components from systems that can't be resold or donated. Hard drives are first removed and destroyed. The closest Federal prison that processes electronic equipment is in Marianna, Fla., near Tallahassee.